

November 1993

NETWORK  
MANAGEMENT  
CORPORATED

FRED PROSTKO  
CORPORATE DIRECTOR,  
ADMINISTRATION

TO whom it may concern:

I have had the personal and professional pleasure of working with Dan Ferranti over the past four years. As merger arrangements are being concluding resulting from the acquisition by Dynncorp, I wish to share some of my personal perspectives on Dan.

As Executive Vice President for Network Management, inc., Dan has held multiple responsibilities, from oversight of our sales and business development functions to P&L management of all our operational divisions. In addition to this, he managed five separate business units to profitability, led overall business growth, corporate acquisitions, three distinct sales groups, while balancing support of all these divergent business groups personalities and needs. He also directed NMI's corporate as well as regional strategies and marketing programs, and personally trained sales management and business unit heads on the nuances of professional selling. At the same time, he demonstrated "hands on" leadership by personal and active participation in most major new business initiatives. All of is certainly reflected in the dramatic growth of the company from less than \$30 million per year in revenue to over \$390 million per year under his watch.

More recently, as executive political conditions have become unsettled at the board level, resulting in turnover of his immediate supervisor, (the company's president), Dan has continued to maintain a steady hand at the helm while also assuming day -to -day operational management of some of our technical services divisions. He has been a rock solid foundation throughout all these disruptive changes around him. He has accomplished this through usually high business and interpersonal management skills, as well as an ability to get maximum effort from people both within and outside his direct sphere of influence.

I appreciate the efficiency and programmatic way he runs things, and I offer my highest recommendation of Dan for any endeavor he may chose to undertake. His skills and acumen are noteworthy.

Sincerely,

